

Message Text

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14

ACTION EUR-06

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FM AMCONSUL FRANKFURT

TO SECSTATE WASHCC 6207

USDOC WASHDC

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 0116

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: WTDR - APORTA BAUMASCHINEN GMBH, EXPORT UND IMPORT KG.

REF: USDOC 19258

1. ADDRESS: 3 BERLINER STR., INDUSTRIEGEBIET OST, 6201 WALLAU, W.
GERMANY, CABLE: NONE, TELEX: 04-186218, PHONE: 06122-3044, OFFICER:
ARNOLD APORTA.

2. THE FIRM IS A LARGE IMPORTER, DISTRIBUTOR AND EXPORTER OF NEW
AND USED CONSTRUCTION MACHINERY, CHIEFLY EARTHMOVING MACHINES AND
TRANSPORTERS, AS CATERPILLARS AND EXCAVATING MACHINES BUSINESS
INCLUDES SERVICE AND REPAIR. IT WAS ESTABLISHED IN 1968 BY A. APORTA
AND WORKS PRESENTLY WITH 135 EMPLOYEES AND 25 CONTRACTS SALES
REPRESENTATIVES. IT EXPORTS TO EUROPEAN COMMON MARKET COUNTRIES AND
AFRICA.

3. FINANCIAL REFERENCES: BORNHEIMER VOLKSBANK, FRANKFURT. TRADE
REFERENCES SEE ITEM 4.

4. FOREIGN FIRMS REPRESENTED: CATERPILLAR TRACTOR CO, PEORIA, ILL
61602, (USED CATERPILLAR TRACTORS, EXCAVATORS, ETC. FOR MANY YEARS.)
PRIESTMAN BROTHERS LTD, HULL, ENGLAND (EXCAVATORS, SINCE 1971
EXCLUSIVE IMPORTER).

5. THE FIRM IS REGISTERED AS A LIMITED PARTNERSHIP WITH A CORPORATION
ON SHARES (CAPITAL DM 20,000) AS LIABLE PARTNER. LIMITED PARTNER WITH
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DM 80,000 IS ARNOLD APORTA. APORTA AND HIS FIRM HAVE A GOOD REPUTATION,

BUT THE FINANCIAL SITUATION IS TIGHT.THE CONSIDERABLE READ ESTATE OWNED BY APORTA AND HIS FIRM (VALUED AT ABOUT DM 8 MILLION), THE MODERN EQUIPMENT, INCLUDING 28 TRUCKS AND CARS, ARE HIGHLY ENCUMBERED AND REPRESENT THE SECURITY FOR ENORMOUS BANK CREDITS TAKEN. THE REASON FOR THESE DIFFICULTIES ARE NAMED BY PRESS NOTICIES, THE BANK, AND CREDIT INFORMATION SOURCES: THE RECESSION IN THE CONSTRUCTION INDUSTRY, SLOW INCOME OF AMOUNTS RECEIVABLE, WHICH IS GIVEN AT DM 4 MILLION (SOME MIGHT BE LOSSES, BECAUSE A NUMBER OF CONSTRUCTION FIRMS WENT BANKRUPT), THE FIRM'S LARGE INVENTORY (USED AND NEW CONSTRUCTION VEHICLES AND MACHINERY. VALUED DM 14 MILLION, SPARE PARTS, VALUED ABOUT DM 10 MILLION). WHEREAS THE FIRM ITSELF IS VERY OPTIMISTIC CONCERNING ITS FUTURE, ALL SOURCES ASKED ARE MORE PESSIMISTIC, ESPECIALLY SINCE THERE IS NO SIGN THAT THE BUSINESS SITUATION IN THE CONSTRUCTION INDUSTRY WILLBECOME MUCH BETTER IN THE NEXT YEARS. POST'S OPINION IS BASED ON THE ABOVE DETAILED INFORMATION.

6. INFO 12/73. PREPARED BY PBARTOLSIC, APPROVED BY ALVELER.HARLAN

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